

Fleets for the Future: Innovative Procurement Strategies to Reduce Cost & Aggregate Demand

Green Your Fleet!

Granite State Clean Cities

June 1st, 2018



Objectives

- **Aggregate regional demand** for propane, electric, and CNG vehicles and infrastructure
- **Reduce the cost** for fleets using cooperative procurement to obtain competitive pricing
- **Demonstrate demand** to manufacturers of alternative fuel vehicles
- Develop resources to **guide participating fleets through procurement implementation**
- Catalog lessons learned to **enable future cooperative procurement initiatives**



F4F – Project Design



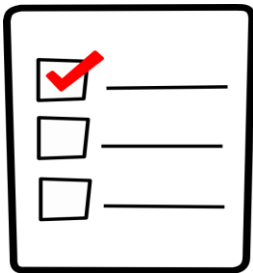
Collective buying power

- Surveys indicate that across our 5 regions 10,000+ vehicles need replacement in next 3 years.



Fuel-agnostic approach

- We deploy a broad array of clean fuels: EVs, CNG vehicles, LPG vehicles, and FFVs.



Step-by-step guidance and education

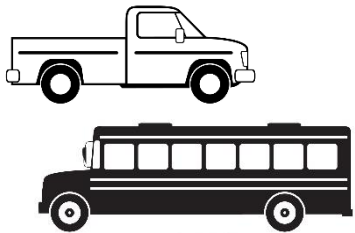
- We wrote procurement best practices, timelines, and checklists to enable fleet managers to plan and optimize alt fuel usage across their fleets.

Leveraging collective buying power



Stakeholder engagement to assess needs

- Each region surveyed participating fleets and developed implementation plans via stakeholder group meetings.



Limited number of platforms and vehicle typologies

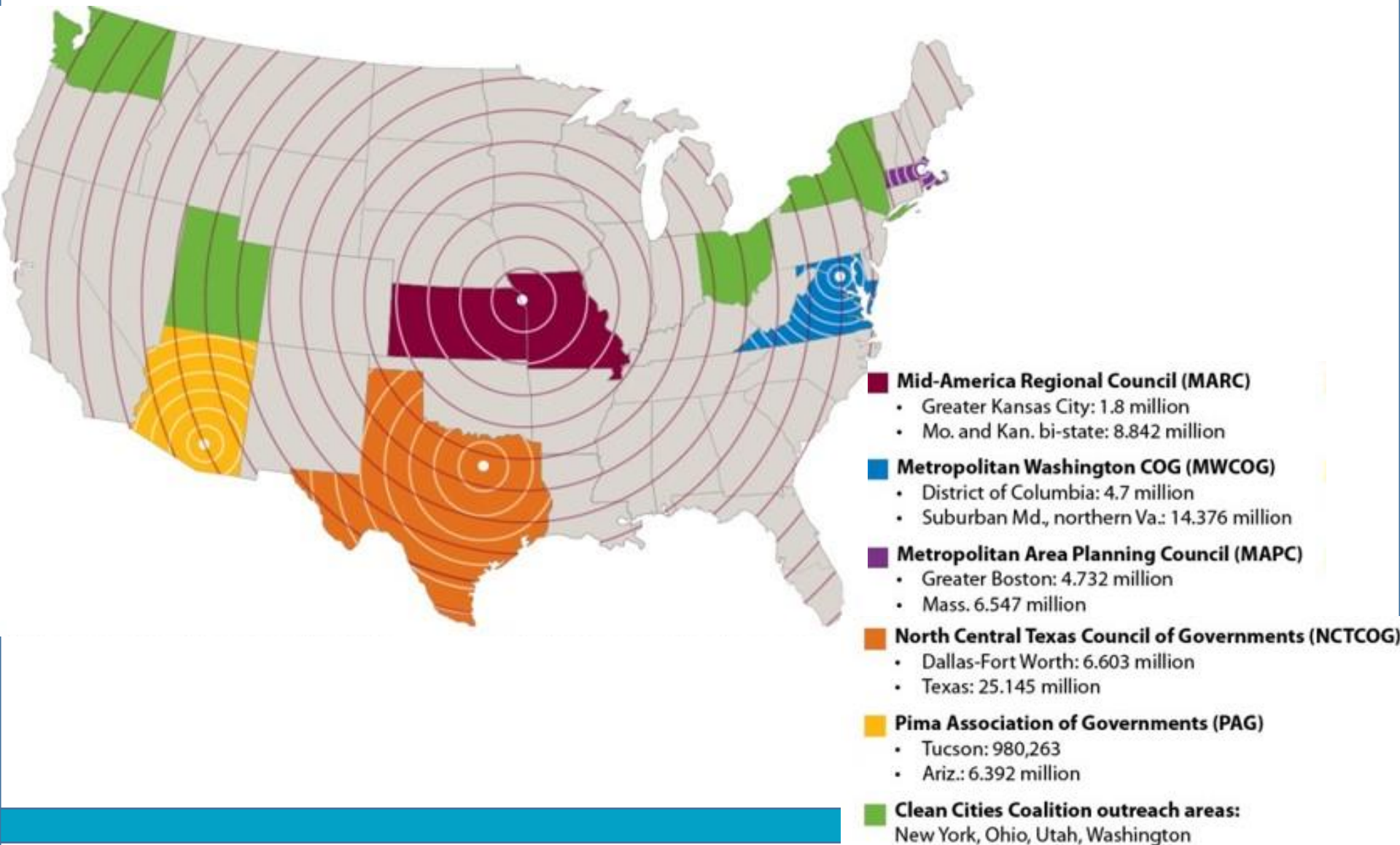
- Technical advisors suggested most likely successful vehicle types, and regional teams narrowed down based on local preferences, needs, and infrastructure availability



Limited time for purchases

- Regional teams gave fleets ample advance notice to plan around procurements
- With stakeholder groups, they are picking short windows that enable them to batch interest in multiple rounds.

Regional Procurement Initiative



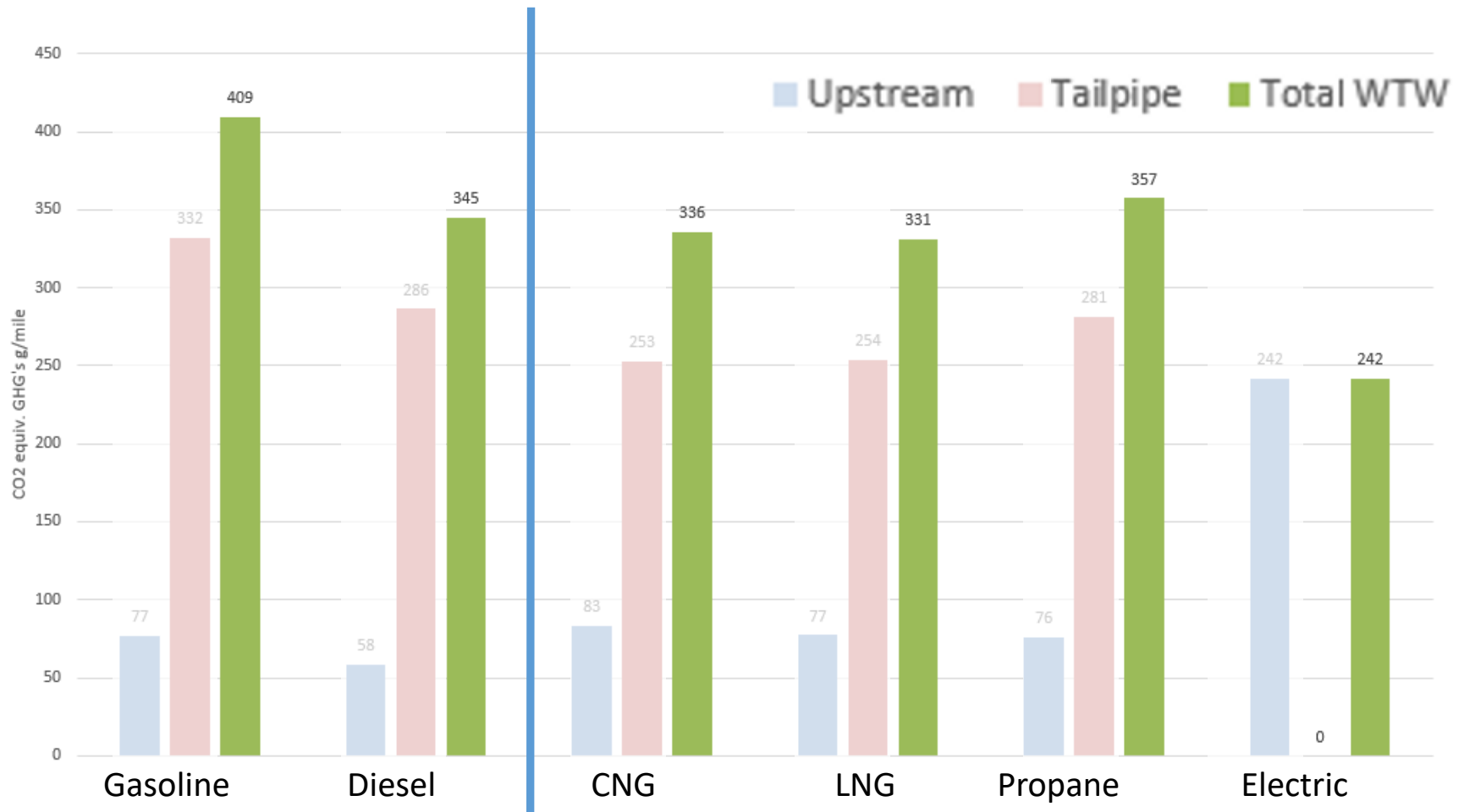
Vendors available through NJPA



Natural Gas and Propane Vehicles and Fueling Infrastructure

- Summary of Best Practices
- Program Design/Implementation
- Standard Offerings

Emissions reduction from alt fuels



Benefits of Electric Vehicles in Fleets

Total Cost of Ownership Approach

- Fleet managers rank TCO as the most significant factor in acquisition decisions

Maintenance Costs

- Lower maintenance costs of new technology = substantial cost savings

Route Predictability

- Lower infrastructure investment; known impact of transition to new technology

Lower Fuel Prices

- Electricity, Natural Gas, and Propane are all less expensive than petroleum

High Utilization Rates

- High VMT/vehicle increases ROI and lowers cost per mile

Return on Investment

- In the right applications, EVs will generate an ROI during their useful life

Use of Central Parking Facilities

- Lower infrastructure investment; economies of scale in installation

Sustainability Initiatives

- EVs contribute to sustainability initiatives around reduced GHG emissions and/or petroleum use

Benefits of Gaseous Fuel Vehicles

- Reduced emissions
- Displacement of gasoline and diesel fuels with abundant, domestically produced fuel
- Lower and more stable fuel costs
- Lower maintenance costs
- In many cases, lower total cost of ownership (TCO)

NJPA - National Auto Fleet Group

Current MY 2018 Offerings

- 2018 Chevy Bolt/Volt
- 2018 Ford F-150 XL 2WD/4WD *
- 2018 Ford F-150 XL 2WD/4WD Supercab/SuperCrew *
- * Includes Gaseous Prep Option

2018 F-150 XL



☐ Regular



☐ SuperCab

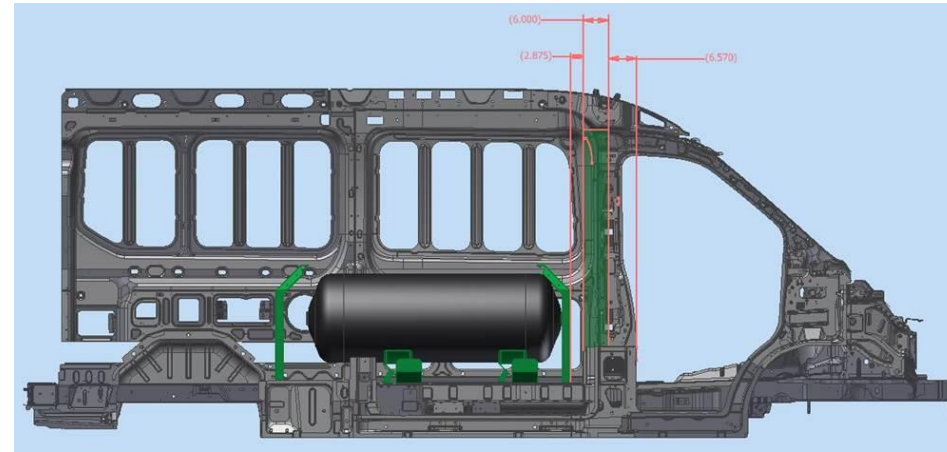


☐ SuperCrew®

NJPA - National Auto Fleet Group

Current MY 2018 Offerings

- 2018 Ford Transit T-150
- * Includes Gaseous Prep Option



NJPA – Bluebird Bus

Current MY 2018 Offerings

- 2018 Bluebird by Roush *
- * Includes Gaseous Prep Option



NJPA - National Auto Fleet Group

Current MY 2018 Offerings

- 2018 Chevy Bolt/Volt
- 2018 Nissan Leaf
- L2 EV Charging Stations
- 2018 CNG/LPG LDV
- 2018 CNG Refuse Truck
- 2018 Cummins 8.9 / 11.9
Liter CNG Options



Questions?

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